

**Hitachi Consulting is a trusted and experienced service provider, delivering practical business and IT solutions to Engineering and Construction companies.**

**We are committed to understanding your needs, delivering practical solutions to help you accomplish your goals and transferring our knowledge to you along the way.**

**Let us inspire your next success.**



## Industry Overview: Engineering & Construction

As Engineering and Construction companies grapple with consolidation and concentrate on better managing relationships with suppliers and contractors, the focus on profitability has never been more critical. Competition in the marketplace is more intense than ever before—mergers are driving down prices and significantly reducing margins.

To compete successfully, your company will need to be more efficient and able to shift with market swings.

Hitachi Consulting helps E&C companies like yours meet the critical challenges, which are shaping the way you do business today and in the future.

From adopting lean construction techniques, engaging in construction management processes and design and construction collaboration, we can help you become more efficient at managing your business and maximizing your competitive advantage.

Our commitment to your success is the foundation upon which our industry practice is built. Hitachi Consulting has a long history of activity in the Engineering and Construction marketplace.

As a part of Hitachi, Ltd., Hitachi Consulting shares resources with a global leader in the design and manufacture of heavy duty construction machinery, hand tools and transportation systems used throughout the world.

Our technology, industry and business process experience affords us insight into the evolution of the E&C industry. We can leverage our knowledge capital and best practices to help you develop creative solutions and facilitate better management of the overall process to ensure your success.

# Industry Overview: Engineering & Construction

## Technology Solutions

While many E&C companies have replaced or upgraded their existing technology over the past five years, most have not. Many companies in the marketplace have grown up on legacy ERP systems, which are very germane to the industry and their business. However, some of these smaller niche ERP vendors lack the financial viability to make the necessary investments and enhancements to support the increasing demands and requirements in the industry.

Hitachi Consulting understands the demand for integrated IT systems and is responding to this growing trend across the industry. Web-based systems, real-time project coding and validation, on-line visibility, integrated WIP and project management systems are improving consistency, quality and give companies a 360 degree view of the customer.

Hitachi Consulting Technology Solutions include:

- Enterprise application integration (EAI)
- Software selection
- Project management and collaboration
- Integration with CRM
- Integration with property management
- IT infrastructure
- Custom development
- Portals

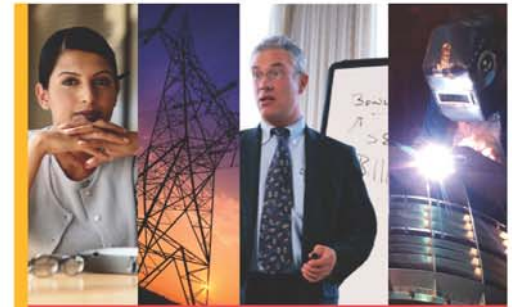
## Change Management

Effective change management processes require a systemic view of an organization—half-measures do not get the job done. Since resistance is expected during any change process, Hitachi Consulting deploys best practices to help balance the technical and human elements of change.

Hitachi Consulting Change Management solutions include:

- Project management
- Training
- Knowledge transfer plan
- Communications plan and deployment

Hitachi Consulting delivers practical solutions that produce bottom line results and drive value throughout your organization. We are committed to your success.



## About Hitachi Consulting

As Hitachi, Ltd.'s (NYSE: HIT) global consulting company, Hitachi Consulting is a recognized leader in delivering proven business and IT solutions to Global 2000 companies across many industries. We leverage decades of business process, vertical industry, and leading-edge technology experience to understand each company's unique business needs. From business strategy development through application deployment, our consultants are committed to helping clients quickly realize measurable business value and achieve sustainable ROI.

Hitachi Consulting's client base includes nearly 30 percent of the Fortune 100 as well as many leading mid-market companies. We offer a client-focused, collaborative approach and transfer knowledge to our clients throughout each engagement. For more information, call 877-664-0010 or visit [www.hitachiconsulting.com](http://www.hitachiconsulting.com)

Hitachi Consulting - Inspiring your next success®.

Hitachi Consulting  
2001 Bryan Street  
Suite 3600  
Dallas, TX 75201  
[info@hitachiconsulting.com](mailto:info@hitachiconsulting.com)  
Toll Free Phone: 877.664.0010

© 2005 Hitachi Consulting Corporation. All rights reserved. "Inspiring Your Next Success", "Information Velocity" and "Knowledge-Driven Consulting" are registered service marks of Hitachi Consulting Corporation. Printed in USA.